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THE MAGAZINE FOR GROWING COMPANIES

DECEMBER 1983

$3.00

ICD08478

THE INC. 500: AMERICA'S FASTEST GROWING PRIVATE COMPANIES

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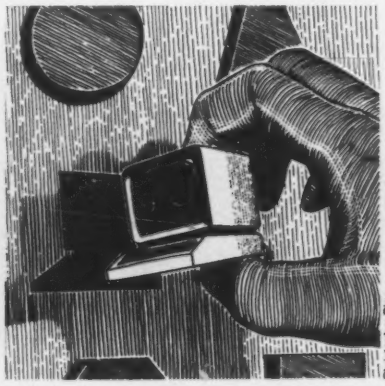

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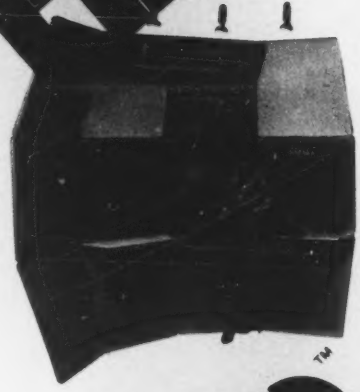

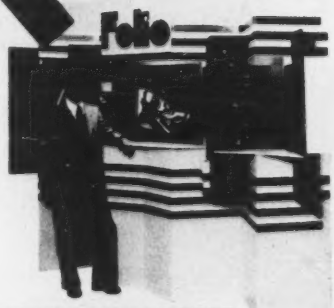

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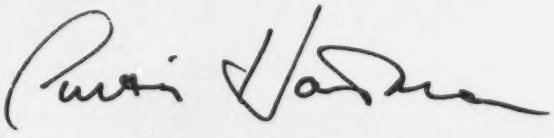
THE INC. 500:
AMERICA'S FASTEST-GROWING PRIVATE COMPANIES

500

They are an elite group: the 500 fastest-growing privately held companies in the United States. Together they represent an unprecedented five-year growth rate of 770%, $4.4 billion in sales, and a 517% employment increase in five years. Our second annual INC. 500 is much more than a list of fast-track companies, however; it offers a picture of a crucial landscape, the fields that produce America's most dynamic growth. In the report that follows, INC. has mapped that territory at year's end, exploring the changing nature of the list itself and probing the list's top 25 young businesses whose sales grew an average 6,028% over five years (see page 70). We looked, too, at individual entrepreneurs; at Gerald Sigal, the CEO behind Sigal Construction Corp.'s 20,214% growth since 1978 that earned the company the #1 spot on the list (see page 94); at eight men and women who found success with everything from army mess kits to high-tech, geothermal measuring devices (see page 98); and at James L. Shaw, whose optimism spawned the 1,109% growth of Professional Travel Inc. of Louisiana (#148) over five years—and led the company into federal bankruptcy court (see page 108). We looked at how growing companies answer the challenges of four specific industries: the demand for cost control in medical technology, the much-heralded shakeout among manufacturers of computers and related products, the continuing onslaught of foreign competitors in apparel, and the effects of deregulation and the American Telephone & Telegraph Co. divestiture on telecommunications (see page 127). Finally, we looked back at last year's list to see what happened to the class of 1982 (see page 142).

The picture that emerges is testimony to the risks, costs—and triumphs—at the frontier of American business.



Curtis Hartman

INSIDE THE INC. 500

Although they were the pacesetters of the recovery, this year's growth leaders were not immune to the nation's economic changes.

These have been neither the best of economic times—nor the worst. Washington proudly announced that the deepest recession of the past 10 years was officially over, but the balanced budget promised in 1980 had become the skyrocketing federal deficit of 1983. The Fed let interest rates come down, but executives were forced to admit that the days of low-cost money were past. Inflation was reined in, but unemployment stayed high. The dollar firmed on foreign markets, but not without significant effect on the national trade deficit. The bond market stumbled into its largest default in history, but stocks on the big board reached record heights, NASDAQ came into its own, and bulls pumped up the market for new issues. And the papers reported news of change, of leveraged buyouts and unprecedented numbers of bankruptcies, of the turmoil in the video-game industry, the bloodletting among air carriers, the shakeout in computers, of the collapse in oil and the rebound of the auto makers. Is the recovery real, commentators asked, and if it is, can it last?

The INC. 500—and thousands of small, dynamic companies like them—have been the pacesetters of the recovery. They are America's growth leaders, recording major increases in sales, profits, employment, and productivity. But the picture in December 1983 is different from that of last December. The companies on this year's list have grown faster than last year's counterparts, but they are less likely to be profitable. Larger in total sales, they are leaner in staff, and reflect shifting industry strengths and market opportunities.

The INC. 500 is a gauge of growth—500 of the fastest-growing privately held companies in the United States have been ranked according to percentage of sales increase from fiscal 1978 through fiscal 1982. As a group, they have seen meteoric growth, with sales shooting up 770%. In 1978, sales for the 500 companies were just over $500 million; the average company generated slightly more than $1 million in sales, and only 13 topped the $5-million mark. In 1982, sales for the 500 totaled almost $4.5 billion. The average volume was $8.8 million, and more than half exceeded the $5-million mark. Eleven companies climbed to more than $50 million in sales, while the sales leader—Investors Management (#339)—had revenues of almost $162 million in fiscal 1982.

THE INC. 500 AT A GLANCE

No. of companies by industry			
Manufacturing			168
Wholesale			59
Retail			73
Service			172
Construction			28
Total sales in 1982 ($mil.)			$4,410.1
Total sales in 1978 ($mil.)			$506.7
Percent change (1978–82)			770%
Avg. sales in 1982 ($mil.)			$8.8
Avg. sales in 1978 ($mil.)			$1.0
Avg. sales per employee, 1982			$62,467
Avg. sales per employee, 1978			$44,259
Percent change (1978–82)			41%
Compound average annual sales growth (1978–82)			
Total			71.76%
Range			49.28%–277.53%
Median			69.92%
No. operating at a profit			464
1982 profitability			
16% or more	58	1%–5%	219
11%–15%	64	Breakeven	18
6%–10%	123	Loss	18

Over the past five years, 184 companies have seen earnings grow, 125 have seen their earnings drop, and 191 have stayed the same.

Total no. of employees			
1982			57,499
1978			11,448
Percent increase			516.69%
Avg. no. of employees			
1982			115.0
1978			22.9
Year founded			
Before 1960	20	1974	35
1960–70	47	1975	57
1971	14	1976	98
1972	28	1977	110
1973	32	1978	59
Founder is CEO			447
CEO equity			
100%	157	25%–49%	64
90%–99.5%	29	1%–24%	31
51%–89.8%	101	0%	60
50%	58		
No. acquiring other companies (1978–82)			98

The diversity of the 500 testifies to the remarkable variety of market opportunities available for an entrepreneur to seize—from manufacturing five different pet-food flavors at Morgan Manufacturing Co. (#159) to training prospective refrigeration, TV, stereo, and air-conditioning repair personnel at Vocational Training Center (#418). John Nady was a young rock and roller who created a cordless microphone for his band—then turned his innovation into Nady Systems Inc. (#23) and a compound annual growth rate of 139%. Seventy-three-year-old Dr. Robert Martin developed Gravity Boots—metal cylinders to clamp around your ankles, allowing you to hang upside down from a chinning bar, thereby relieving back strain—as part of his Pasadena, Calif., orthopedic practice. Founded in 1971, Gravity Guidance (#2) languished in obscurity until 1980, when American moviegoers saw heartthrob Richard Gere using Gravity Boots in the movie *American Gigolo*. Public awareness was aroused, and sales took off.

The travel industry, with six companies on the list, reported the most dramatic aggregate growth, a five-year increase of 2,234%. The key, in many cases, was vertical expansion. Gary Archer, for example, got into the travel business in the 1960s, when he bailed out a friend whose one-office travel agency was overdrawn by $2,700 at a local bank. Today Archer owns 75% of TravelCenter Inc. of Alaska (#267), now that state's largest retail and commercial travel center, boasting gross sales in 1982 of $53 million from 16 retail offices in Alaska and Hawaii, two national wholesale tour companies, three fishing lodges, a hotel, a limousine service, a snow-removal service, two small air services, and a school to train travel professionals. Not that such expansion is without perils, however: Jim Shaw of Professional Travel Inc. grew 1,109%—to #148 on this year's list—with the same vision of vertical integration, only to founder on cash-flow problems and end up filing for protection under Chapter 11 of the Federal Bankruptcy Code. In addition to travel, other industry growth leaders on the list include eight real estate companies, up 2,161%, and 17 telecommunications companies, up 1,580%.

For 4 out of 5 of the INC. 500 companies, growth has been internal. Of the 98 businesses making acquisitions, most were in the service sector, usually of a single, similar company. Real estate companies were most active in the acquisition arena, topped by Mast Realty Group's (#279) 23 and Windham's (#253) 20.

Besides a record of rapid growth, most of the INC. 500 entered fiscal 1983 with a healthy bottom line: 464 of the companies

were profitable in 1982, including 58 that earned 16% or more of sales. Another 64 companies recorded profits between 11% and 15% of sales, 123 were between 6% and 10%, and 219 were 1% to 5%. Over the five-year period from 1978 to 1982, 184 companies saw their earnings grow, 125 saw an earnings drop, and 191 stayed the same. Eighty-eight reported losses in 1978, while only 18 ended 1982 in the red. Among the industries, cable TV had the largest earnings, followed by real estate and finance. Travel, the sales-growth leader, was the least profitable.

The INC. 500 are primarily young companies, all but 54 born since 1970, most from 1975 to 1978. The date of origin can be deceptive, however. John Nageldinger & Son Inc. (#158) was founded in 1880, but didn't experience its growth spurt until the late 1970s, when it changed from manufacturing industrial regulators and gas compressors to oxygen-therapy equipment for home medical care. W. B. Wood Co. (#409), on the other hand, has been selling office furniture since 1905. Chief executive officer David Kopelman theorizes that "lots of people are buying office furniture now."

Company founders, in 89% of the cases, have held on to the reins and serve as CEOs; 157 of the 500 CEOs hold 100% of their company's equity, while over half hold controlling interest. Of the 213 with less than 50% equity, all but 91 share in at least a quarter of the company, although 60—including 51 company founders—hold no equity at all.

The ability of the INC. 500 to generate new jobs is as impressive as their growth in sales. Employment at the 500 companies has increased 516.6% in the past five years, from 11,448 to 57,499. The average company has 115 employees—92 hired in the past five years. Average productivity as measured in sales per employee is $62,467.

As a group, the class of 1983 is significantly different from the class of 1982. The companies on this year's list are only marginally larger in total sales—up some $200,000 per company from last year—but they have been growing much faster, up just about 200% over last year's average growth rate of 571%. Last year, Altos Computer Systems, now public, topped the list with 14,164% growth. This year it took Sigal Construction Corp. a growth rate of 20,214% to claim the #1 spot. Last year only 115 companies cleared the 1,000% growth mark; this year 178 companies had passed that mark.

This increased growth rate, more than any other consideration, has changed the membership on the list; the pace was simply more intense. This year the cutoff rate for membership in the 500 was 397%, up from last year's 235% cutoff. Of the more than 300 members of last year's list that failed to return in 1983, more than half were still growing, but no longer fast enough to qualify. There were 182 companies that did return, but only 27 climbed in their rankings.

An increased growth rate hasn't been the only change. California—ranked No. 1 in terms of capital resources, as well as No. 2 all around, in INC.'s "Third Annual Report on the States" (see October, page 139)—registered the largest increase in INC. 500 companies, up by 16 companies. Demographic growth leader Florida, ranked No. 6 in the States Report, was the other leader, adding 6 companies. Four states lost 6 companies each: Massachusetts, Ohio, and oil-dependent Texas and Oklahoma.

There have been changes in industry representation as well. The number of petroleum-related companies among the 500 has dropped from 12 to 8; mining, represented by 3 companies last year, disappeared from the list altogether. There are more manufacturers, 168 compared to last year's 133, and more retailers, 73 compared to 42. But there are fewer wholesalers, down to 59 from 83, and fewer service companies, down to 172 from 210. Computer software companies have climbed from 32 to 44; personnel specialists are down from 10 to 3.

While the 1983 INC. 500 companies recorded faster growth than their 1982 counterparts, profitability fell. Although more than 10% of the companies on each year's list recorded earnings of 16% or more, companies with no earnings tripled, up to 36. While this year's list had 24 more companies that reported a five-year increase in profits, it also had 44 others that reported a shrinking bottom line. While the average company is leaner, employing some 26 workers fewer than the companies on last year's list, productivity as measured by sales per employee has risen $1,300 from last year to $62,467.

That increase in productivity—and decrease in total jobs—is paralleled among the nation's largest corporations, the *Fortune* 500. Fiscal 1982 was hardly rosy for the giants: Aggregate sales were down 5.7%; profits were down 27.1%; and employment, 8.3%. Only in productivity did the *Fortune* 500 outperform the INC. 500. Sales per employee among the *Fortune* 500 was up to just over $90,000, "partly," the magazine said, "because of the 500's grim decline in jobs."

The year 1983 promises to be another period of both opportunity and turbulence for small business. The signs of change are already apparent. Thirty-one of the INC. 500 have at least doubled their work force this current fiscal year, while all but 84 companies have expanded their payroll. However, an industrywide drop in sales already has forced Branson Aircraft Corp. (#195) to reduce its work force by 59% this year, and five construction companies on the list have carved 25% or more of their employee strength since the start of fiscal 1983.

But change is the major constant for America's most dynamic businesses. The names and numbers of next year's INC. 500 will almost certainly be radically different. But the small-business leaders will continue to point the way toward national economic growth. —*Curtis Hartman*

TOP 10 PERFORMERS: TOTAL SALES

Rank	Company (INC. 500 rank)	1982 sales ($000)
1.	Investors Management (339)	$161,733
2.	Domino's Pizza (457)	128,696
3.	Chioke International (317)	82,677
4.	Forever Living Products (6)	82,172
5.	Wornick (121)	64,328
6.	Houston Wire & Cable (250)	61,608
7.	Timberland (495)	60,000
8.	Nutech (224)	59,600
9.	Amex Systems (325)	58,591
10.	D.R.I. Industries (301)	55,100

TOP 10 PERFORMERS: SALES PER EMPLOYEE

Rank	Company (no. of employees)	Sales per employee
1.	Chioke International (16)	$5,167,340
2.	Pronto Systems (5)	3,141,875
3.	Deerfield Communications (15)	2,533,333
4.	J. A. Cornwell (9)	2,284,444
5.	C. M. Mascolo (3)	1,600,000
6.	Ugly Duckling Rent-A-Car (11)	1,500,000
7.	Windham (35)	1,057,143
8.	Brady Marketing (11)	1,009,091
9.	Sigal Construction (48)	990,299
10.	Cosain (6)	957,743

TOP 10 PERFORMERS: EMPLOYMENT GROWTH

Rank	Company (no. of employees)	New employees 1978–82	Percent growth
1.	Investors Management (10,000)	8,700	669%
2.	Commercial Property Services (1,500)	1,150	329
3.	Paul Newman's Coney Is. Rest. (983)	957	3,681
4.	Vie de France (1,030)	890	636
5.	Hall Real Estate (818)	796	3618
6.	Advanced Tech. (920)	780	557
7.	National Health Care Affiliates (807)	759	1,581
8.	Timberland (1,000)	750	300
9.	Texas Tumbleweed (750)	660	733
10.	Nutech (625)	517	479

The information published in this report is based on material supplied by the companies. In each case it has been verified in writing by a company officer, by supporting financial statements, and by telephone interviews between INC. *editors and company principals. The published information is the only material that* INC. *will make available.*

THE INC. 500

America's Fastest-Growing Private Companies

Rank, company ('82 rank)	Sales Growth 1978–82: Percent increase	Sales Growth 1978–82: Compound annual rate	'82 sales ($000)	'78 sales ($000)	Profit range * '82	Profit range * '78	No. of employees '82	No. of employees '78	Acquisitions '78–'82	Date founded	Business description
1. Sigal Construction (Washington, DC)	20,214%	278%	$47,534	$234	C	D	48	6	0	1975	Construction mgmt. services
2. Gravity Guidance (Pasadena, CA)	10,506	221	11,454	108	B	A	40	1	0	1971	Mfr. exercise/therapy equipment
3. Fifth Season Travel (Indianapolis, IN)	9,984	217	10,893	108	D	F	25	5	0	1977	Travel planning
4. Hayes Microcomputer Products (Norcross, GA)	9,066	209	12,321	134	C	D	130	7	0	1977	Peripheral software/hardware products
5. Warehouse Appliance (Houston, TX)	8,756	207	8,856	100	B	D	11	2	2	1977	Major appliances retail/wholesale
6. Forever Living Products (Phoenix, AZ)	8,117	201	82,172	1,000	C	C	380	4	15	1978	Aloe vera mfr. & sales
7. Metier Mgmt. Systems (17) (Houston, TX)	7,549	196	37,556	491	C	C	350	25	0	1976	Turnkey computer systems
8. Four Winds Rental (San Juan, PR)	6,150	181	10,000	160	C	D	12	2	0	1978	Housing rental & sales
9. Digital Research (Pacific Grove, CA)	5,702	176	14,951	258	B	A	221	4	2	1976	Microcomputer systems software
10. Commercial & Industrial Admin. (16) (Santa Clara, CA)	5,700	176	23,200	400	D	F	52	2	0	1976	Third-party administration
11. Apoca Industries (97) (Deer Park, NY)	4,979	167	5,421	107	C	F	119	14	0	1974	Telecommunication equipment & sys.
12. Marksbta (Pittston, PA)	4,801	165	7,841	160	C	D	175	20	1	1977	Direct marketing
13. Silberman-Morrow Broadcast. (Middletown, NY)	4,592	162	5,255	112	A	F	132	1	7	1978	Radio & TV stations
14. Burdick's Computer Stores (Overland Park, KS)	4,373	159	9,570	214	B	C	44	2	0	1978	Retail computer sales
15. DEY Laboratories (Concord, CA)	4,243	157	5,548	128	B	F	89	12	0	1977	Respiratory-care products
16. Advantage Distributing (Haverhill, MA)	4,100	155	6,300	150	D	C	30	3	0	1978	Wholesale furniture & waterbeds
17. Tyke International (Pleasant Hill, CA)	4,087	154	8,721	208	C	D	75	3	0	1978	Educational toys sales
18. Polycoat Systems (Hudson Falls, NY)	4,011	153	7,400	180	C	F	35	6	2	1978	Mfr./dist. coatings, insul. materials
19. Commonwealth Savings (Houston, TX)	3,912	152	24,022	599	C	B	380	20	5	1977	Financial services
20. Northern Data Systems (Westwood, MA)	3,778	150	5,037	130	B	F	52	24	1	1977	Dist. small-bus. turnkey computer
21. Royal Silk (Clifton, NJ)	3,405	143	7,150	204	C	C	50	6	0	1978	Mail-order silk-garment catalog
22. Kasseuf Parking (25) (Cleveland, OH)	3,252	141	5,900	176	D	A	65	12	0	1972	Garage & real estate operator
23. Nady Systems (Oakland, CA)	3,155	139	3,296	101	B	D	70	45	0	1976	Mfr. wireless communication equipment
24. Senac Construction (North Hollywood, CA)	3,148	139	4,254	131	C	E	8	4	0	1976	Construction and development
25. Modulite (Canoga Park, CA)	3,135	138	4,079	126	D	D	71	4	0	1977	Mfr. modular lighting fixtures

* INC. estimate. A. 16% or more, B. 11% to 15%, C. 6% to 10%, D. 1% to 5%, E. Breakeven, F. Loss

Chart continues on page 80

500

Rank, company ('82 rank)	Sales Growth 1978–82: Percent increase	Sales Growth 1978–82: Compound annual rate	'82 sales ($000)	'78 sales ($000)	Profit range* '82	Profit range* '78	No. of employees '82	No. of employees '78	Acquisitions '78-'82	Date founded	Business description
26. Sun-Flex (Novato, CA)	3,096	138	6,057	190	A	C	90	3	0	1977	Glare filters & IBM PC dealer
27. Style Auto (154) (Tarzana, CA)	3,026	136	8,095	259	B	E	40	3	0	1977	Racing apparel importer
28. Effective Management Sys. (Milwaukee, WI)	2,994	136	3,111	101	E	F	41	2	0	1978	Software devel., computer sys.
29. Robbins (Anchorage, AK)	2,922	134	3,318	110	D	D	22	1	0	1977	Consumer electronics
30. Summa Four (Manchester, NH)	2,917	134	3,232	107	C	F	45	5	0	1976	Mfr. microprocessor-based telecomm.
31. Priority One Electronics (Chatsworth, CA)	2,902	134	13,814	460	D	C	54	10	0	1978	Electronics distributor
32. VDS (Sacramento, CA)	2,805	132	17,824	613	D	D	93	9	0	1977	Video equipment sales & service
33. Hot Shot Delivery (Houston, TX)	2,566	127	2,916	109	F	F	27	7	0	1978	Messenger & air courier serv.
34. Unified Mortgage (Santa Clara, CA)	2,552	127	6,268	236	D	D	190	20	0	1972	Mortgage company
35. Tek Aids Industries (Arlington, IL)	2,534	127	8,844	336	D	E	37	9	1	1974	Microcomputer products distributor
36. Furniture Consultants (9) (New York, NY)	2,531	126	19,657	747	D	D	41	4	0	1976	Office-furniture dealer
37. Quality Home Insulation (Walnut, CA)	2,464	125	4,486	175	F	A	125	4	0	1976	Home-energy installations
38. Inacomp Computer Centers (44) (Troy, MI)	2,431	124	36,681	1,449	D	D	65	18	1	1976	Computer retailer
39. United Technical Products (Westwood, MA)	2,431	124	3,391	134	D	F	11	6	0	1977	Computer-grade antistatic products
40. Hetzel Auction Associates (Albuquerque, NM)	2,417	124	3,600	143	A	A	7	1	0	1978	Commercial auctioneers
41. HCW Oil & Gas (Boston, MA)	2,380	123	7,540	304	A	A	80	4	0	1975	Oil & gas acquis., prod. & explor.
42. Comark (48) (Elmhurst, IL)	2,359	123	3,615	147	D	C	28	3	0	1977	Dist. computer supplies & accessories
43. Computer Methods (Livonia, MI)	2,299	121	2,420	101	D	D	51	16	0	1977	Computer software services
44. Feldman Communications (Miami Beach, FL)	2,220	119	5,800	250	B	F	40	6	3	1976	Publishing
45. Vanguard Groups International (Houston, TX)	2,211	119	6,188	268	B	B	32	4	0	1978	Real estate syndicator & oil prod.
46. Brougher International (Greenwood, IN)	2,194	119	7,329	319	D	A	98	10	0	1972	Insur. underwriting, consult. serv.
47. Wolfberg/Alvarez/Tarracido (42) (Miami, FL)	2,190	119	6,136	268	E	B	101	19	0	1976	Arch., engineering, interior design
48. Sundown Vitamins (Hollywood, FL)	2,170	118	10,114	446	B	C	71	23	0	1977	Nutritional products distributor
49. ZZYZZX Technologies (Houston, TX)	2,162	118	6,804	301	D	E	37	20	0	1976	Commer. & indus. constr. contractor
50. Equitrac (Coral Gables, FL)	2,142	118	3,002	134	C	F	34	6	0	1977	Computerized billing service
51. TSR (22) (Lake Geneva, WI)	2,133	117	20,773	930	C	C	191	17	3	1975	Publishing
52. Seaboard Electronics (30) (New Rochelle, NY)	2,114	117	3,100	140	F	F	78	9	0	1976	Long-range radio telemetry
53. Con-Serv (Cincinnati, OH)	2,009	114	5,800	275	C	F	100	4	0	1978	Home energy products
54. Visible Changes (Houston, TX)	1,964	113	7,677	372	B	B	260	35	0	1978	Hair-cutting salons chain
55. ComDesign (Goleta, CA)	1,944	113	2,300	113	D	D	33	6	0	1977	Mfr. datacommunication equipment
56. Support Systems International (Richmond, CA)	1,933	112	2,123	104	D	A	46	6	0	1976	Datacomm. cable & switching devices
57. Philadelphia Financial (Jenkintown, PA)	1,926	112	33,745	1,665	A	A	60	50	0	1971	Financial holding company
58. Trident Data Systems (Los Angeles, CA)	1,917	112	2,210	110	D	B	43	4	0	1975	Custom software, application products
59. Church Insurance Consultants (West Des Moines, IA)	1,913	112	2,616	130	F	F	20	2	0	1977	Insurance sales to churches
60. CEM (Indian Trail, NC)	1,907	112	2,451	122	B	C	45	4	0	1971	Analytical instrumentation, biotech.

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Rank, company ('82 rank)	Sales Growth 1978–82 Percent increase	Compound annual rate	'82 sales ($000)	'78 sales ($000)	Profit range * '82	'78	No. of employees '82	'78	Acquisitions '78-'82	Date founded	Business description
61. Rustman Bus (50) (Saint Louis, MO)	1,900	111	13,037	652	C	B	35	5	0	1975	School-bus contractor & sales
62. Hill International (19) (Willingboro, NJ)	1,892	111	10,600	532	D	B	189	17	2	1976	Construction industry mgmt. consul.
63. PBM Office Products (61) (Cleveland, OH)	1,883	111	6,786	342	C	C	59	19	3	1974	Office products distributor
64. Apam (Jacksonville, FL)	1,877	111	4,388	222	D	F	164	50	9	1977	Fast-food chicken
65. Mission Home Health (San Jose, CA)	1,876	111	2,303	117	B	F	40	15	0	1978	Home nursing care
66. Tri-Glas Industries (Daleville, AL)	1,859	110	4,760	243	D	D	164	32	0	1975	Fiberglass truck & van tops
67. Technology for Energy (13) (Knoxville, TN)	1,858	110	18,454	943	D	C	256	25	0	1975	High-technology services & products
68. Commonwealth Mortgage (Boston, MA)	1,814	109	10,050	525	D	B	130	25	0	1961	Mortgage banker
69. Sound Room (Great Falls, MT)	1,789	108	10,091	534	D	C	58	10	0	1977	Consumer electronics
70. Marietta Packaging (Cortland, NY)	1,767	108	3,830	205	D	F	51	5	0	1976	Hotel guest amenities & toiletries
71. Zoom Telephonics (Boston, MA)	1,753	107	3,861	208	B	B	28	34	0	1977	Microcomputer-based phone peripherals
72. Edd Helms (Miami, FL)	1,730	107	8,867	484	D	D	175	25	1	1975	Electrical contractor
73. Ingram Excavation (Baltimore, MD)	1,706	106	4,816	267	D	C	65	15	0	1976	Dump-truck hauling
74. Sentrol (Portland, OR)	1677	105	10,649	599	A	D	112	25	1	1977	Mfr. security systems components
75. Process Technology (Mentor, OH)	1,650	105	2,647	151	D	E	27	4	0	1978	Mfr. electric immersion heaters
76. Sharper Image (15) (San Francisco, CA)	1,641	104	48,030	2,758	D	C	130	15	0	1977	Direct marketing
77. Comsearch (160) (Reston, VA)	1,605	103	3,985	234	A	A	43	5	0	1977	Telecommunications sys. engineering serv.
78. Frontier Cooperative Herbs (Norway, IA)	1604	103	2,047	120	C	F	50	7	0	1976	Wholesale dist. spices & herbs
79. Empire Airways (Hayden Lake, ID)	1,596	103	1,832	108	D	F	35	2	2	1977	Contract flying
80. Tarco (North Little Rock, AR)	1,594	103	10,792	637	D	D	55	27	0	1978	Mfr. roofing materials
81. Ronald Hsu Construction (20) (Capital Heights, MD)	1,583	103	8,520	506	E	C	129	8	0	1976	Construction/general contractor
82. Oracle (Menlo Park, CA)	1,567	102	5,000	300	A	D	38	5	0	1977	Database mgmt. sys. devel. & mktg.
83. View Engineering (Simi Valley, CA)	1,564	102	9,291	558	B	F	103	16	0	1976	Automatic measuring & inspection sys.
84. InSpeech (King of Prussia, PA)	1,564	102	1,830	110	B	A	45	6	0	1978	Speech & auditory programs
85. Excalibur Products (Sacramento, CA)	1,563	102	4,004	241	D	F	50	10	0	1975	Mfr. small appliances
86. Littlewood, Shain (Wayne, PA)	1,532	101	2,415	148	E	C	41	5	0	1977	Consulting & software sales to banks
87. Demaco (Ponce, PR)	1,524	101	2,842	175	B	C	200	14	0	1978	Indus. & pharm. plants
88. Environmental Resources Mgt. (West Chester, PA)	1,520	101	5,155	318	D	C	59	8	0	1977	Environmental consulting engineers
89. P E Systems (227) (Alexandria, VA)	1,519	101	9,071	560	D	C	110	25	0	1971	Communication systems
90. Execucom Systems (Austin, TX)	1,519	101	19,261	1,190	D	A	217	35	0	1975	Computer software
91. Campmor (Paramus, NJ)	1,500	100	4,400	275	D	F	35	3	0	1977	Mail-order camping goods
92. Action Packets (Ocala, FL)	1,467	99	1,567	100	D	D	14	3	0	1976	Space-related consumer products
93. Blue Dolphin Enterprises (252) (San Diego, CA)	1,454	99	3,170	204	C	C	29	5	0	1972	Comic-book publisher & distributor
94. K&B Engineering (Santa Ana, CA)	1,453	99	4,443	286	B	B	250	70	2	1972	CATV telecommunication engineering
95. Markatron (Norcross, GA)	1,426	98	1,752	115	C	F	8	1	0	1978	Mfr./dist. trademarked collectibles

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Rank, company ('82 rank)	Sales Growth 1978–82 Percent increase	Compound annual rate	'82 sales ($000)	'78 sales ($000)	Profit range * '82	'78	No. of employees '82	'78	Acquisitions '78-'82	Date founded	Business description
96. Vital Signs (54) (East Rutherford, NJ)	1,420	97	8,756	576	C	D	30	5	0	1972	Wholesale medical products
97. Kappler Disposables (Guntersville, AL)	1,415	97	3,787	250	D	C	75	25	0	1976	Mfr. disposable industrial clothing
98. Univox California (90) (Los Angeles, CA)	1,389	96	14,833	996	B	D	206	42	0	1970	Electronics & water purification equip.
99. Datamaxx USA (85) (Tallahassee, FL)	1,388	96	7,657	514	E	F	59	12	0	1973	Computer peripherals sales & dvlpment.
100. B. W. Levy Security Consultants (76) (Chicago, IL)	1,378	96	2,217	150	B	A	110	20	0	1975	Security consulting & services
101. Moss Brown & Co. (Alexandria, VA)	1,374	96	2,914	198	D	F	19	6	0	1977	Running & outdoor gear sales
102. Katek (75) (Middlesex, NJ)	1,345	95	3,772	261	C	C	186	12	0	1975	CATV subscriber terminals services
103. Auto Line Manufacturing (103) (Westbury, NY)	1,338	95	11,500	800	C	C	200	30	0	1977	Mfr./dist. auto parts
104. Virginia Textiles (83) (Richmond, VA)	1,329	94	3,692	258	D	D	42	3	3	1976	Imprinted sportswear
105. FTZ Industries (Simpsonville, SC)	1,326	94	1,438	101	C	F	12	6	0	1977	Electr. products for transportation
106. Neutron Industries (Torrance, CA)	1,305	94	1,475	105	D	F	29	5	0	1978	Maintenance products
107. Image Stream (Los Angeles, CA)	1,304	94	1,966	140	D	A	15	4	0	1978	Audio/visual productions
108. SAS Institute (46) (Cary, NC)	1,301	93	18,494	1,320	B	B	210	21	0	1976	Computer software
109. Parker Construction (45) (Charleston, SC)	1,300	93	5,483	392	D	C	100	4	0	1976	General contracting
110. Hall Real Estate Group (Dallas, TX)	1285	93	17,301	1,249	A	A	818	22	0	1968	Real estate management
111. Alamo Consulting Group (133) (Walnut Creek, CA)	1,284	93	2,118	153	A	C	17	1	1	1976	Management, development & training
112. General Communications (Denver, CO)	1,282	93	1,439	104	D	F	30	14	3	1978	Magazine publisher
113. Time Systems (Phoenix, AZ)	1,270	92	1,438	105	B	E	14	4	0	1978	Time-management training
114. Prime Resources (Stamford, CT)	1266	92	1,666	122	B	B	24	1	1	1978	Specialty advertising products
115. Outlook Graphics (Neenah, WI)	1264	92	3,076	226	D	F	92	19	2	1977	Printing, publishing & bulk-mailing
116. Production Mgt. (Harvey, LA)	1,263	92	21,460	1,574	D	F	270	50	0	1971	Oil & gas services
117. E.M.D.S. (Gaithersburg, MD)	1,257	92	1,417	104	C	D	38	3	0	1975	Magnetometers, electric design svs.
118. Texas Tumbleweed (14) (Houston, TX)	1,251	92	17,457	1,292	C	B	750	90	0	1977	Steakhouse restaurants
119. Columbia Data Products (35) (Columbia, MD)	1,234	91	9,422	706	D	C	150	25	0	1975	Mfr. computer & peripheral systems
120. State Machine Products (94) (Dry Ridge, KY)	1,231	91	5,498	413	C	C	103	24	0	1970	Lanterns, mess-kits & stoves for govt.
121. Wornick (124) (Burlingame, CA)	1,217	90	64,328	4,885	C	D	600	90	0	1977	Food processing & packaging
122. Delta Business Systems (21) (Orlando, FL)	1,212	90	8,879	677	D	C	165	25	0	1976	Office equipment
123. Diversified Systems (Indianapolis, IN)	1,204	90	1,500	115	C	E	28	3	0	1973	Electronic engineering service
124. Super Liquors (Framingham, MA)	1,203	90	1,307	100	D	F	2	1	0	1978	Retail wine & liquor
125. Whitehill Mfg. (Lima, PA)	1200	90	1,572	121	C	F	15	4	0	1978	Mfr. rope & cable
126. Cortec (St. Paul, MN)	1,197	90	1,958	151	A	E	20	1	1	1977	Mfr. chemicals & electronics
127. Petroleum Well Services (Sour Lake, TX)	1,194	90	5,533	427	D	B	92	12	1	1977	Oil & gas services
128. St. Lucie Paper & Packaging (Fort Pierce, FL)	1,188	89	1,298	101	D	F	10	4	0	1977	Wholesale dist. paper & packaging
129. Lender's Service (Pittsburgh, PA)	1,177	89	7,827	613	D	D	150	32	0	1967	Mortgage services
130. Tesco (Georgetown, TX)	1175	89	6,418	504	E	C	144	25	0	1977	Electronics subcontractor

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131. Peter Piper (Phoenix, AZ)	1,172	89	13,004	1,022	B	B	275	40	1	1973	Pizza restaurants franchise
132. Vanner (Columbus, OH)	1,169	89	1,588	125	C	D	16	5	1	1977	Mfr. electronics products
133. Noel Joanna (Irvine, CA)	1,156	88	5,077	404	C	C	51	15	0	1970	Mfr. soft goods for infants
134. Telecommunications Spec. (82) (Houston, TX)	1,155	88	14,759	1,176	B	B	220	40	0	1974	Telecom. equip. sales & service
135. Richardson Equipment (Huntsville, AL)	1,155	88	4,346	346	F	E	18	5	0	1978	Dist. swimming pool supplies
136. Software Results (Columbus, OH)	1,153	88	2,099	168	B	D	20	8	0	1975	Datacomm. firmware dvlpmnt. & sales
137. Associated Packaging (Goodlettsville, TN)	1,136	88	4,133	334	D	D	15	3	1	1977	Dist. packaging materials
138. Brady Marketing (104) (Concord, CA)	1,133	87	11,100	900	D	D	11	3	0	1976	Market gourmet cookware
139. Central Mass Media (Worcester, MA)	1,132	87	1,320	107	D	F	40	6	0	1976	Publish regional periodicals
140. Brad Cable Electronics (Schenectady, NY)	1,131	87	3,040	247	B	D	85	15	0	1976	Mfr. cable TV components
141. Professional Temporary Serv. (Knoxville, TN)	1,126	87	4,156	339	C	C	14	2	1	1978	Temporary employment
142. Inland Associates (Olathe, KS)	1,126	87	11,766	960	A	A	19	3	0	1970	Dist. computer peripherals
143. Technology Transfer Inst. (135) (Santa Monica, CA)	1,122	87	2,846	233	A	A	5	2	0	1976	Computer ed. & consulting serv.
144. Padgett-Thompson (Overland Park, KS)	1,114	87	7,616	627	B	E	17	3	0	1978	Business training seminars
145. Web Printing Controls (204) (Elk Grove Village, IL)	1,113	87	3,918	323	D	D	75	10	0	1971	Mfr. electronic printing systems
146. Pacesetter Steel Service (Woodstock, GA)	1113	87	38,800	3,200	D	D	55	8	0	1977	Steel service center
147. Finals (55) (New York, NY)	1,112	87	4,900	404	A	D	40	5	0	1976	Mfr. & dist. sportswear
148. Professional Travel (Atlanta, GA)	1,109	86	16,199	1,339	F	F	90	3	0	1977	Travel services
149. Pronto Systems (Kansas City, KS)	1105	86	15,709	1,304	E	E	5	2	0	1970	Wholesale & retail petroleum
150. C. M. Mascolo (239) (Phoenix, AZ)	1100	86	4,800	400	C	C	3	3	0	1975	Commercial building contractor
151. Yankee Group (70) (Boston, MA)	1,100	86	7,800	650	A	A	52	3	0	1977	High-technology market analysis
152. American Passage Mktg. (95) (Seattle, WA)	1,098	86	4,714	394	D	E	75	5	2	1976	Direct marketing/mail order
153. Triton (Washington, DC)	1,089	86	2,550	214	D	C	40	2	0	1978	Management & government consultants
154. Twincraft (Winooski, VT)	1,083	85	5,655	478	D	F	140	27	0	1978	Mfr. fancy toilet soaps
155. LaMarca (155) (New York, NY)	1,072	85	20,385	1,739	B	B	23	3	0	1975	Advg., media & market commun. serv.
156. Data Electronics (81) (San Diego, CA)	1,062	85	24,095	2,074	B	C	419	107	0	1974	Mfr. magnetic tape drives
157. Court (Memphis, TN)	1,059	85	2,204	190	A	A	3	2	0	1976	Builder racquetball courts
158. John Nageldinger & Son (93) (West Babylon, NY)	1,059	84	3,800	328	D	F	24	11	1	1880	Mfr. respiratory therapy equip.
159. Morgan Mfr. (193) (Paris, IL)	1,056	84	4,540	393	B	A	17	7	1	1976	Mfr. pet-food flavors
160. Anderson Industries (Commerce City, CO)	1,052	84	1,789	155	C	F	33	11	0	1973	Mfr. commercial stairway systems
161. O'Donnell Organization (137) (New York, NY)	1,050	84	1,914	166	E	F	14	4	0	1976	Advertising, marketing, and PR
162. Early Winters (96) (Seattle, WA)	1,047	84	12,785	1,115	D	D	191	50	0	1973	Mfr. outdoor clothing & equip.
163. Research Plastics (207) (Salem, MA)	1,046	84	7,450	650	D	C	35	18	1	1973	Mfr. protective fabrics
164. Royal Waterbeds (Saint Louis, MO)	1,045	84	1,700	149	A	A	30	1	0	1977	Waterbeds specialty stores
165. Dobson & Associates (Washington, DC)	1,043	84	1,600	140	B	E	3	2	0	1978	Promotions, mktg., mgmt. meetings

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